



Commonwealth of Virginia
Virginia Information Technologies Agency

SOFTWARE AND SERVICES

Optional Use Contract

Date: August 26, 2003

Contract #: VA-030700-ATTM

Authorized User: State Agencies, Institutions, and other Public Bodies
as defined in the VPPA

Contractor: Attachmate Corporation
7552 Wilton Lane
North Royalton, OH 44133

FIN: 911238718

Contact Person: See page 3

Pricing: see attachment

FOB: Destination

Delivery: 30 Days ARO

Term: August 22, 2003 – August 21, 2005

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:
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NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://www.oas.virginia.gov>

VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA): Prior review and approval by VITA for purchases in excess of \$100,000.00 is required for State Agencies and Institutions only.

[illegible]

CONTRACTOR CONTACTS:

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ATTACHMENT "A"
TO
CONTRACT VA-030700-ATTM

PRODUCT PRICING

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-030700-ATTM between ATTACHMATE CORPORATION and the Commonwealth of Virginia.

In the event of any discrepancy between this Attachment "A" and Contract VA-030700-ATTM, the provisions of Contract VA-030700-ATTM shall control.

1. PRICING

FOB pricing for all Products and Services delivered under this Agreement are identified below. At its sole discretion, Contractor may change or discontinue sales and support of any Product or Service, at any time, with thirty (30) days prior written notice to the Contracts Manager, VITA. All orders for Software and Services will be placed directly with the Contractor by Authorized Users. Software products supplied by Contractor shall be new and have a ninety (90) day return to vendor/manufacture warranty. For any Product that does not meet any published specification from the vendor/manufacture, the Authorized User may return the Product for a full refund during this ninety (90) day period. The ninety (90) day period commences upon a successful acknowledged delivery and continues unabated for ninety (90) consecutive days. All other features, performance specifications and characteristics, warranty, maintenance and support requirements shall be in accordance with Contract VA-030700-ATTM.

Attachmate Gov't & Education Discount Schedule:*

a. Products	45%
b. Upgrades	20%
c. Migrations	20%
d. Competitive Trade-ins	20%
e. Upgrade Maintenance with Technical Support (UMTS)	20%

* discount % is the base discount - actual prices in the table below may yield a higher % discount

Additional Quantity Discounts:

f. 100-500	2%
g. 501-1000	5%
h. 1000+	8%

Attachmate Product Descriptions:

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+

ATTACHMATE e-VANTAGE ENTERPRISE ACCESS OBJECTS FOR JAVA V. 3.0 -128 BIT

Full Product - CD	164246.30	350.00	192.50	188.65	182.88	177.10
Additional License	164250.30	350.00	192.50	188.65	182.88	177.10
Migration - CD	164246.30M	133.00	106.40	104.27	101.08	97.89
Migration - A License	164250.30M	133.00	106.40	104.27	101.08	97.89
Competitive Trade In - CD	164246.30TR	154.00	123.20	120.74	117.04	113.34
Competitive Trade In - A License	164250.30TR	154.00	123.20	120.74	117.04	113.34

Maintenance and Technical Support Subscription

Maintenance and Technical Support Subscription	164656.MTSS	52.50	42.00	41.16	39.90	38.64
Maintenance and Technical Support Subscription Add Unit	164656.MTSSADD	52.50	21.00	20.58	19.95	19.32

ATTACHMATE e-VANTAGE ENTERPRISE ACCESS OBJECTS FOR WINDOWS V. 3.0 -128 BIT

Full Product - CD	161827.30	350.00	192.50	188.65	182.88	177.10
Additional License	161828.30	350.00	192.50	188.65	182.88	177.10
Upgrade - CD	162011.30	105.00	84.00	82.32	79.80	77.28
Upgrade - A License	164244.30	105.00	84.00	82.32	79.80	77.28
Migration - CD	161827.30M	133.00	106.40	104.27	101.08	97.89
Migration - A License	161828.30M	133.00	106.40	104.27	101.08	97.89
Competitive Trade In - CD	161827.30TR	154.00	123.20	120.74	117.04	113.34

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Competitive Trade In - A License	161828.30TR	154.00	123.20	120.74	117.04	113.34
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription	162011.MTSS	52.50	42.00	41.16	39.90	38.64
Maintenance and Technical Support Subscription Add Unit	162011.MTSSADD	52.50	21.00	20.58	19.95	19.32
CRYPTOCONNECT ETS FOR EOAM V. 2.3 (Supports 3270 Client)						
<i>To purchase Attachmate Crypto Connect ETS for EOAM V. 2.3, customers must have a license for INFOConnect for EOAM (INFOConnect 2001). Maintenance with Technical Support is only available if the same service is purchased for pre-requisite products.</i>						
Full Product	180074.23	100.00	55.00	53.90	52.25	50.60
Migration	180074.23M	50.00	40.00	39.20	38.00	36.80
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	180097.MTSS	15.00	12.00	11.76	11.40	11.04
Maintenance and Technical Support Subscription Add Unit	180097.MTSSADD	15.00	6.00	5.88	5.70	5.52
CRYPTOCONNECT ETS FOR OTS V. 2.3 (Supports UTS & T27 Client)						
<i>To purchase Attachmate CryptoConnect ETS for OTS V. 2.3, customers must also have a license for INFOConnect PEP/OTS 2001 or INFOConnect InterCom/OTS 2001. Maintenance with Technical Support is only available if the same service is purchased for pre-requisite products.</i>						
Full Product	180070.23	100.00	55.00	53.90	52.25	50.60
Migration	180070.23M	50.00	40.00	39.20	38.00	36.80
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	180093.MTSS	15.00	12.00	11.76	11.40	11.04
Maintenance and Technical Support Subscription Add Unit	180093.MTSSADD	15.00	6.00	5.88	5.70	5.52
CRYPTOCONNECT TCP/IP GATEWAY V. 1.1.2						
Full Product	157806.112	999.00	549.45	N/A	N/A	N/A
Upgrade	157808.112	249.75	199.80	N/A	N/A	N/A
Competitive Trade In	160972.112	499.50	399.60	N/A	N/A	N/A
<u>Maintenance and Technical Support Subscription Server</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	157808.MTSS	249.75	199.80	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	157808.MTSSADD	249.75	199.80	N/A	N/A	N/A
e-VANTAGE HOST ACCESS SERVER for UMC V. 3.2						
Full Product - CD	179838.32	245.00	134.75	132.06	128.01	123.97
Additional License	179842.32	245.00	134.75	132.06	128.01	123.97
Upgrade - CD	179841.32	73.50	58.80	57.62	55.86	54.10
Upgrade - A License	179845.32	73.50	58.80	57.62	55.86	54.10
Migration - CD	179838.32M	93.10	74.48	72.99	70.76	68.52
Migration - A License	179842.32M	93.10	74.48	72.99	70.76	68.52
Competitive Trade In - CD	179838.32TR	107.80	86.24	84.52	81.93	79.34
Competitive Trade In - A License	179842.32TR	107.80	86.24	84.52	81.93	79.34
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription	179841.MTSS	36.75	29.40	28.81	27.93	27.05

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Maintenance and Technical Support Subscription Add Unit	179841.MTSSADD	36.75	14.70	14.41	13.97	13.52
e-VANTAGE HOSTPRINT SERVER V. 1.1						
Full Product - 10 Session Version	145971.11	250.00	137.50	N/A	N/A	N/A
Full Product - 50 Session Version	146130.11	1,250.00	687.50	N/A	N/A	N/A
Full Product - 100 Session Version	146131.11	2,250.00	1,237.50	N/A	N/A	N/A
Full Product - 250 Session Version	146132.11	5,250.00	2,887.50	N/A	N/A	N/A
Add-On Pack- Additional License - 50 Session Version	145973.11	1,250.00	687.50	N/A	N/A	N/A
Add-On Pack- Additional License - 100 Session Version	146133.11	2,250.00	1,237.50	N/A	N/A	N/A
Upgrade-10 Session	151962.11	75.00	60.00	N/A	N/A	N/A
Upgrade-50 Session	151988.11	375.00	300.00	N/A	N/A	N/A
Upgrade-100 Session	151989.11	675.00	540.00	N/A	N/A	N/A
Upgrade-250 Session	151990.11	1,575.00	1,260.00	N/A	N/A	N/A
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription - 10 Session	151962.MTSS	62.50	34.38	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 50 Session	151988.MTSS	312.50	171.88	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 100 Session	151989.MTSS	562.50	309.38	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 250 Session	151990.MTSS	1,312.50	721.88	N/A	N/A	N/A
e-VANTAGE VIEWMASTER V. 3.2						
Full Product - CD	179846.32	130.00	71.50	70.07	67.93	65.78
Additional License	179850.32	130.00	71.50	70.07	67.93	65.78
Upgrade - CD	179849.32	39.00	21.45	21.02	20.38	19.73
Upgrade - A License	179853.32	39.00	21.45	21.02	20.38	19.73
Migration - CD	179846.32M	49.40	27.17	26.63	25.81	25.00
Migration - A License	179850.32M	49.40	27.17	26.63	25.81	25.00
Competitive Trade In - CD	179846.32TR	57.20	31.46	30.83	29.89	28.94
Competitive Trade In - A License	179850.32TR	57.20	31.46	30.83	29.89	28.94
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	179849.MTSS	19.50	10.73	10.51	10.19	9.87
Maintenance and Technical Support Subscription Add Unit	179849.MTSSADD	19.50	5.36	5.26	5.09	4.93
EXTRA! BUNDLE FOR TCP/IP V. 6.6 - 128 BIT						
Full Product - CD	157534.66	195.00	107.25	105.11	101.89	98.67
Additional License	157589.66	195.00	107.25	105.11	101.89	98.67
Upgrade - CD	157537.66	58.50	46.80	45.86	44.46	43.06
Upgrade - A License	157592.66	58.50	46.80	45.86	44.46	43.06
Migration - CD	157534.66M	74.10	59.28	58.09	56.32	54.54
Migration - A License	157589.66M	74.10	59.28	58.09	56.32	54.54
Competitive Trade In - CD	157534.66TR	85.80	68.64	67.27	65.21	63.15
Competitive Trade In - A License	157589.66TR	85.80	68.64	67.27	65.21	63.15
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	157537.MTSS	29.25	20.69	20.28	19.66	19.03
Maintenance and Technical Support Subscription Add Unit	157537.MTSSADD	29.25	11.70	11.47	11.12	10.76

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
INFOCONNECT INTERCOM/OTS 2001 (Windows 2000 Certified)						
Full Product	179142.2001	495.00	272.25	266.81	258.64	250.47
Additional License	179145.2001	495.00	272.25	266.81	258.64	250.47
Migration for Customers with Current Maintenance - Full Product	179142.2001M	188.10	150.48	147.47	142.96	138.44
Migration for Customers without Current Maintenance - Full Product	179144.2001M	247.50	198.00	194.04	188.10	182.16
Migration for Customers with Current Maintenance - A License	179145.2001M	188.10	150.48	147.47	142.96	138.44
Migration for Customers without Current Maintenance - A License	179147.2001M	247.50	198.00	194.04	188.10	182.16
Competitive Trade-in Full Product	179142.2001TR	217.80	174.24	170.76	165.53	160.30
Competitive Trade In - A License	179145.2001TR	217.80	174.24	170.76	165.53	160.30
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179259.MTSS	74.25	59.40	58.21	56.43	54.65
Maintenance and Technical Support Subscription Add Unit	179259.MTSSADD	74.25	29.70	29.11	28.22	27.32
INFOCONNECT PEP/OTS 2001 (Windows 2000 Certified)						
Full Product	179136.2001	495.00	272.25	266.81	258.64	250.47
Additional License	179139.2001	495.00	272.25	266.81	258.64	250.47
Migration for Customers with Current Maintenance - Full Product	179136.2001M	188.10	150.48	147.47	142.96	138.44
Migration for Customers without Current Maintenance - Full Product	179138.2001M	247.50	198.00	194.04	188.10	182.16
Migration for Customers with Current Maintenance - A License	179139.2001M	188.10	150.48	147.47	142.96	138.44
Migration for Customers without Current Maintenance - A License	179141.2001M	247.50	198.00	194.04	188.10	182.16
Competitive Trade-in Full Product	179136.2001TR	217.80	174.24	170.76	165.53	160.30
Competitive Trade In - A License	179139.2001TR	217.80	174.24	170.76	165.53	160.30
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179255.MTSS	74.25	59.40	58.21	56.43	54.65
Maintenance and Technical Support Subscription Add Unit	179255.MTSSADD	74.25	29.70	29.11	28.22	27.32
INFOCONNECT EXTRA! OFFICE for ACCESSORY MANAGER 2001 (Windows 2000 Certified)						
Full Product	179149.2001	395.00	217.25	212.91	206.39	199.87
Additional License	179152.2001	395.00	217.25	212.91	206.39	199.87
Migration for Customers with Current Maintenance - Full Product	179149.2001M	150.10	120.08	117.68	114.08	110.47
Migration for Customers without Current Maintenance - Full Product	179151.2001M	197.50	158.00	154.84	150.10	145.36
Migration for Customers with Current Maintenance - A License	179152.2001M	150.10	120.08	117.68	114.08	110.47
Migration for Customers without Current Maintenance - A License	179154.2001M	197.50	158.00	154.84	150.10	145.36
Competitive Trade-in Full Product	179149.2001TR	173.80	139.04	136.26	132.09	127.92
Competitive Trade In - A License	179152.2001TR	173.80	139.04	136.26	132.09	127.92
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179263.MTSS	59.25	47.40	46.45	45.03	43.61

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Maintenance and Technical Support Subscription Add Unit	179263.MTSSADD	59.25	23.70	23.23	22.52	21.80
INFOCONNECT RESPONSE TIME MONITOR -SERVER V. 1.0						
Full Product	149312.10	595.00	327.25	N/A	N/A	N/A
Upgrade	149318.10	148.75	119.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Server						
Maintenance and Technical Support Subscription	149318.MTSS	148.75	119.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	149318.MTSSADD	148.75	59.50	N/A	N/A	N/A
UTILITY						
Full Product	148563.11	39.00	21.45	21.02	20.38	19.73
Additional License	149184.11X	39.00	21.45	21.02	20.38	19.73
Upgrade	149319.11	9.75	7.80	7.64	7.41	7.18
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	149319.MTSS	5.85	4.68	4.59	4.45	4.31
Maintenance and Technical Support Subscription Add Unit	149319.MTSSADD	5.85	2.34	2.29	2.22	2.15
INFOCONNECT RESPONSE TIME UTILITY CLIENT 2001 (Windows 2000 Certified)						
Full Product	179161.2001	39.00	21.45	21.02	20.38	19.73
Additional License	179164.2001	39.00	21.45	21.02	20.38	19.73
Migration for Customers with Current Maintenance - Full Product	179161.2001M	14.82	11.86	11.62	11.26	10.91
Migration for Customers without Current Maintenance - Full Product	179163.2001M	19.50	15.60	15.29	14.82	14.35
Migration for Customers with Current Maintenance - A License	179164.2001M	14.82	11.86	11.62	11.26	10.91
Migration for Customers without Current Maintenance - A License	179166.2001M	19.50	15.60	15.29	14.82	14.35
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (min 10 units required)	179271.MTSS	5.85	4.68	4.59	4.45	4.31
Maintenance and Technical Support Subscription Add Unit	179271.MTSSADD	5.85	2.34	2.29	2.22	2.15
KEA! ---see myEXTRA! for AS/400 & Open Systems						
myEXTRA! PRESENTATION SERVICES V. 7.11						
Full Product	161852.711	425.00	206.50	202.37	196.18	189.98
Additional License	161856.711	425.00	206.50	202.37	196.18	189.98
Upgrade (Only to be used when upgrading from myEXTRA! Presentation Services , Extra! Enterprise 2000 or e-Vantage Enterprise Viewer 2000)	179047.711	127.50	102.00	99.96	96.90	93.84
Upgrade - A License (Only to be used when upgrading from myEXTRA! Presentation Services, Extra! Enterprise 2000 or e-Vantage Enterprise Viewer 2000)	179051.711	127.50	102.00	99.96	96.90	93.84
Migration - CD without current maintenance agreement	161852.711M	147.50	118.00	115.64	112.10	108.56
Migration - CD with current maintenance agreement (existing maintenance plan will be converted)	162171.711M	103.25	82.60	80.95	78.47	75.99

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Migration - A License without current maintenance agreement	161856.711M	147.50	118.00	115.64	112.10	108.56
Migration - A License with current maintenance agreement (existing maintenance plan will be converted)	162172.711M	103.25	82.60	80.95	78.47	75.99
Competitive Trade In	161852.711TR	187.00	149.60	146.61	142.12	137.63
Competitive Trade In - A License	161856.711TR	187.00	149.60	146.61	142.12	137.63
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179047.MTSS	63.75	49.00	48.02	46.55	45.08
Maintenance and Technical Support Subscription Add Unit	179047.MTSSADD	63.75	25.50	24.99	24.23	23.46
myEXTRA! PRESENTATION SERVICES V. 7.11, For AS/400 or OPEN SYSTEMS						
Full Product	162174.711	195.00	107.25	105.11	101.89	98.67
Additional License	162179.711	195.00	107.25	105.11	101.89	98.67
Upgrade - (only to be used when upgrading from myExtra! Presentation Services limited License for AS/400, or Open Systems, Extra! Enterprise 2000 AS/400, KEA! 2000, KEA! 2000 with Graphics or e-Vantage Enterprise Viewer 2000 Unix/VMS.)	179083.711	58.50	46.80	45.86	44.46	43.06
Upgrade - A License (only to be used when upgrading from myExtra! Presentation Services limited License for AS/400 or Open Systems, Extra! Enterprise 2000 AS/400, KEA! 2000, KEA! 2000 with Graphics or e-Vantage Enterprise Viewer 2000 Unix/VMS.)	179087.711	58.50	46.80	45.86	44.46	43.06
Migration - CD without current maintenance agreement	162174.711M	68.25	54.60	53.51	51.87	50.23
Migration - CD with current maintenance agreement (existing maintenance plan will be converted)	162177.711M	48.75	39.00	38.22	37.05	35.88
Migration - A License without current maintenance agreement	162179.711M	68.25	54.60	53.51	51.87	50.23
Migration - A License with current maintenance agreement (existing maintenance plan will be converted)	162182.711M	48.75	39.00	38.22	37.05	35.88
Competitive Trade In	162174.711TR	85.80	68.64	67.27	65.21	63.15
Competitive Trade In - A License	162179.711TR	85.80	68.64	67.27	65.21	63.15
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179083.MTSS	29.25	23.40	22.93	22.23	21.53
Maintenance and Technical Support Subscription Add Unit	179083.MTSSADD	29.25	11.70	11.47	11.12	10.76
myEXTRA! PRESENTATION SERVICES V 7.11 - Includes EXTRA! Personal Client						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (min 10 units required)	179722.MTSS	63.75	51.00	49.98	48.45	46.92
Maintenance and Technical Support Subscription Add Unit	179722.MTSSADD	63.75	25.50	24.99	24.23	23.46
myEXTRA! PRESENTATION SERVICES V. 7.11 - Includes EXTRA! Personal Client, For AS/400						
Please note this part number is only available for renewal purposes. New units or New Customers must Purchase myExtra! Presentation Services V 7.11 for AS/400 or Open Systems.						

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription (minimum 10 units required)	179723.MTSS	29.25	23.40	22.93	22.23	21.53
myEXTRA! PRESENTATION SERVICES SMART CONNECTOR CAL V. 7.11						
Additional License	182142.711	50.00	27.50	26.95	26.13	25.30
<u>Maintenance and Technical Support Subscription</u>						
<i>*Only available to customers who also have an active maintenance plan on myExtra! Presentation Services Certified</i>						
*Maintenance and Technical Support Subscription	182177.MTSS	0.00		0.00	0.00	0.00
myEXTRA! SMART CONNECTOR FOR 3270 AND 5250 V. 2.0 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA SMART CONNECTOR ENTERPRISE EDITION)						
myEXTRA! SMART CONNECTOR ENTERPRISE EDITION V 2.1						
<u>Per Server/Per CPU</u>						
Full Product- 1 Server with 1 Processor/CPU	181676.21	65,000.00	35,750.00	N/A	N/A	N/A
Additional Processor/CPU License (1 additional processor/CPU)	181678.21	48,750.00	26,812.50	N/A	N/A	N/A
Competitive Trade In	181676.21TR	28,600.00	22,880.00	N/A	N/A	N/A
Competitive Trade In - A License	181678.21TR	21,450.00	17,160.00	N/A	N/A	N/A
*Maintenance and Technical Support is required on this product.						
<u>Maintenance and Technical Support Subscription</u>						
Maintenance and Technical Support Subscription	182226.MTSS	16,250.00	13,000.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	182226.MTSSADD	16,250.00	6,500.00	N/A	N/A	N/A
<u>Maintenance and Technical Support Subscription Add Processor/CPU</u>						
Maintenance and Technical Support Subscription	182228.MTSS	12,187.50	9,750.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	182228.MTSSADD	12,187.50	4,875.00	N/A	N/A	N/A
<u>Workstation</u>						
Per seat pricing is only available for known users, for a minimum of 1000 seats. Please note that "Known users" are the users that can be tracked such as users over Intranet and "Unknown users" are the users that cannot be tracked such as users over Internet.						
Full Product - Workstation (per seat for known users for a minimum of 1000 users)	182199.21	50.00	27.50	26.95	26.13	25.30
Additional License - Workstation	182201.21	50.00	27.50	26.95	26.13	25.30
Competitive Trade In - Workstation	182199.21TR	22.00	17.60	17.25	16.72	16.19
Competitive Trade In - A License - Workstation	182201.21TR	22.00	17.60	17.25	16.72	16.19
<u>Maintenance and Technical Support Subscription - Workstation</u>						
Maintenance and Technical Support Subscription	182230.MTSS	7.50	6.00	5.88	5.70	5.52
Maintenance and Technical Support Subscription Add Unit	182230.MTSSADD	7.50	3.00	2.94	2.85	2.76
myEXTRA! SMART CONNECTOR FOR CICS V. 1.1 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA SMART CONNECTOR ENTERPRISE EDITION)						
myEXTRA! SMART CONNECTOR FOR CICS 3270 BRIDGE V 1.0 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA SMART CONNECTOR ENTERPRISE EDITION)						
myEXTRA! SMART CONNECTOR FOR IMS V. 1.1 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA SMART CONNECTOR ENTERPRISE EDITION)						
myEXTRA! SMART CONNECTOR FOR UTS AND T27 V. 2.1						

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Per Server/Per CPU						
Full Product - 1 Server with 1 Processor/CPU	181866.21	65,000.00	35,750.00	N/A	N/A	N/A
Additional Processor/CPU License (1 additional processor/CPU)	181868.21	48,750.00	26,812.50	N/A	N/A	N/A
*Maintenance and Technical Support is required on this product.						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	181902.MTSSADD	13,000.00	10,400.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	181902.MTSS	13,000.00	5,200.00	N/A	N/A	N/A
Maintenance Subscription Add Processor/CPU						
Maintenance and Technical Support Subscription	181872.MTSS	12,187.50	9,750.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	181872.MTSSADD	12,187.50	4,875.00	N/A	N/A	N/A
Workstation						
Per seat pricing is only available for known users, for a minimum of 1000 seats. "Known users" are those who can be tracked such as users over Intranet. "Unknown users" are users who cannot be tracked such as users over the Internet.						
Full Product - Workstation (per seat for known users for a minimum, of 1000 users)	183019.21	50.00	27.50	26.95	26.13	25.30
Additional License - Workstation	183020.21	50.00	27.50	26.95	26.13	25.30
Competitive Trade In - Workstation	183019.21TR	22.00	17.60			
Competitive Trade In - A License - Workstation	183020.21TR	22.00	17.60			
Maintenance and Technical Support Subscription - Workstation						
Maintenance and Technical Support Subscription	183023.MTSS	7.50	6.00	5.88	5.70	5.52
Maintenance and Technical Support Subscription Add Unit	183023.MTSSADD	7.50	3.00	2.94	2.85	2.76
2. SHIP TO / BILL TO ADDRESSES						
Shipping and billing addresses will be included on the individual Orders of Authorized Users referencing this Contract.						
3. DELIVERY SCHEDULE						
All shipments shall be FOB destination. Shipping charges shall be included in product pricing. No additional charges are allowed. The delivery schedule shall be specified in any executed Attachment or Order referencing the Agreement, or within five (5) days After Receipt of the Order (ARO) if no date is specified. If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation.						
4. VITA POINTS OF CONTACT						
Contract Administration/Compliance			Contract Information			
T.J. Hudson, CPPB, VCO Contracts Administrator, OAS Virginia Information Technologies Agency 110 South 7th Street, East Lobby Richmond, VA 23219-3931 T: (804) 371-5971 F: (804) 371-5969 tj.hudson@vita.virginia.gov			Robert E. Gleason, VCO Telecommunications Contracts Manager, OAS Virginia Information Technologies Agency 110 South 7th Street, East Lobby Richmond, VA 23219-3931 T: (804) 371-5923 F: (804) 371-5969 robert.gleason@vita.virginia.gov			

	U.S.	U.S.	COV	QTY	QTY	QTY
	Part Number	Retail Price	Price 1-99	100-500	501-1000	1001+
5. CONTRACTOR POINTS OF CONTACT						
State and Local Program Manager			Technical Information			
Tracy DiSisto, Account Executive, State Gov't Sales Attachmate Corporation 7552 Wilton Lane North Royalton, OH 44133 T: (800) 426-6283 T: (440) 877-0460 M: (440) 725-7284 F: (440) 237-3146 Email: tracydi@attachmate.com Web: http://www.attachmate.com/			Guy DiSisto, Business Development Engineer Attachmate Corporation 424 Wards Corner Road Loveland, OH 45140 T: (800) 426-6283 T: (440) 237-0039 T: (440) 237-3246 F: (440) 237-3146 Email: guydi@attachmate.com Web: http://www.attachmate.com/			

**CONTRACT VA-030700-ATTM
BETWEEN
THE COMMONWEALTH OF VIRGINIA
AND
ATTACHMATE CORPORATION**

1. SCOPE OF CONTRACT

This is a Master Agreement (the "Agreement") between the Commonwealth of Virginia, hereinafter referred to as "Commonwealth" or "State" or "VITA" (Virginia Information Technologies Agency) and ATTACHMATE CORPORATION (the "Contractor"), a wholly-owned, private corporation having its principal place of business at 131st Avenue, SE, Bellevue, WA 98006. This Agreement contains the Contractual terms and conditions by which the Commonwealth will establish a Master License Ordering Agreement for State Agencies, Institutions, and other public bodies as defined in Section 2.2-4301. Definitions of the Virginia Public Procurement Act (VPPA), as amended, and hereinafter referred to as "Authorized Users", to acquire "Software" and "Services" pursuant to the Commonwealth's Request For Proposal #2003-41, dated April 4, 2003 (the "RFP") and the Contractor's proposal, dated May 2, 2003 in response thereto.

Upon award, all orders for Software and Services will be placed directly with the Contractor by Authorized Users.

"Products" = those items listed on Attachment "A", hereto.

"Software" and "Software Products" = Products which are software products.

"Services" = Products which are support and maintenance services.

The Virginia General Assembly passed legislation that abolishes the Department of information Technology as of July 1, 2003. All activities and functions of the former Department of Information Technology ("DIT") have been consolidated into a new agency that is the Virginia Information Technologies Agency ("VITA"). Therefore, for purposes of this Contract ("Agreement") all references to either the Commonwealth, or DIT, or VITA, shall have the same meaning.

2. INTERPRETATION OF AGREEMENT

As used in this Agreement, "Software" and "Software Product" shall include all related materials and documentation, whether in machine-readable or printed form. "Services" shall include all maintenance and support services.

The documents comprising this Agreement, and their order of precedence in case of conflict, are: (1) this document, consisting of Terms and Conditions labeled 1 through 62, Attachment A, entitled *Product Pricing* and Attachment B entitled *Lobbying Certificate*; (2) the Commonwealth's RFP 2003-41, dated April 4, 2003, and amendments thereto, (3) the Contractor's proposal dated May 5, 2003 in response to the Commonwealth's RFP 2003-41 dated April 4, 2003 and amendments thereto; and (4) all executed Orders and Attachments referencing this Agreement, (5) the "Product Use Rights" as used herein means only those clauses which describe the permitted use of the Software Product specific to each individual Software License Agreement contained in each Software Product.

IN NO EVENT IS THE SOFTWARE LICENSE AGREEMENT CONTAINED IN EACH SOFTWARE PRODUCT EXPECTED TO BE EXECUTED OR HAVE ANY OTHER MEANING THAN FOR ITS SPECIFIC PRODUCT USE RIGHTS. FOR ANY EVENT WHEREIN THE PRODUCT USE RIGHTS CONFLICT WITH THIS AGREEMENT, THIS AGREEMENT SHALL PREVAIL.

THE UNIFORM COMPUTER INFORMATION TRANSACTION ACT (UCITA) SHALL NOT APPLY TO THIS AGREEMENT. For the convenience of the parties, there will be an individual Software License Agreement contained in each Software Product Ordered and shipped under this Agreement. Both parties agree that the individual Software License Agreement specific to each Software Product will be used only to identify the Product Use Rights and is not valid for any other purpose. Without limiting the foregoing, the Contractor, as the Manufacturer of the Software Product hereby warrants that no such individual Software License Agreement is deemed to be executed by any action of any Authorized User of this Agreement. The Contractor hereby represents that the individual Software License Agreement does not purport to create conflicts with this Agreement. It is the intent of the parties that all rights and obligations are identified in this Agreement and the Product Use Rights.

If any term or condition of this Agreement is found to be illegal or unenforceable, it shall be severed, and the validity of the remaining terms and conditions shall not be affected.

Nothing in this Agreement shall be construed as an express or implied waiver of the Commonwealth's sovereign or Eleventh Amendment immunity, or as a pledge of its full faith and credit.

3. HEADINGS NOT CONTROLLING

Headings used in this Contract are for reference purposes only and shall not be considered to be a substantive part of this Contract.

4. VENDORS MANUAL

This solicitation is subject to the provisions of the Commonwealth of Virginia *Vendors Manual* and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the *Vendors Manual*. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at www.dgs.state.va.us/dps under "Manuals."

5. APPLICABLE LAWS AND COURTS

This solicitation and any resulting Contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with all applicable federal, state and local laws, rules and regulations.

6. ANTI-DISCRIMINATION

By submitting their offers, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §2.2-4311 of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, Services, or disbursements made pursuant to the Contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that Contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E)

In every Contract over \$10,000 the provisions in a. and b. below apply:

- a. During the performance of this Contract, the Contractor agrees as follows:
 - 1) The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - 2) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - 3) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for meeting these requirements.
- b. The Contractor will include the provisions of 1, above, in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

7. ETHICS IN PUBLIC CONTRACTING

By submitting their offers, offerors certify that their offers are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their offer, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than

nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

8. IMMIGRATION REFORM AND CONTROL ACT OF 1986

By submitting their offers, offerors certify that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

9. DEBARMENT STATUS

By submitting their offers, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting offers on Contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

10. ANTITRUST

By entering into a Contract, the Contractor agrees to aggressively pursue all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said Contract. Should the Commonwealth, at the Commonwealth's discretion, desire to participate in any action, the Contractor shall permit the Commonwealth's involvement to any degree.

11. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR IFBs AND RFPs

Failure to submit an offer on the official state form provided for that purpose shall be a cause for rejection of the offer. Modification of or additions to any portion of the Request for Proposal may be cause for rejection of the offer; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a offer as non-responsive. As a precondition to its acceptance, the Commonwealth may, in its sole discretion, request that the offeror withdraw or modify non-responsive portions of an offer which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the Contract shall be effective unless reduced to writing and signed by the parties.

12. CLARIFICATION OF TERMS

If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer no later than April 17th. Any revisions to the solicitation will be made only by addendum issued by the buyer.

13. PAYMENT

a. To Prime Contractor:

1) Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the payment address shown on the purchase order/Contract. All invoices shall show the state Contract number and/or purchase order number; social security number (for individual Contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).

2) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.

3) All goods or services provided under this Contract or purchase order, that are to be paid for with public funds, shall be billed by the Contractor at the Contract price, regardless of which public agency is being billed.

4) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

5) **Unreasonable Charges.** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, Contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges that appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the Contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges that are not in dispute (Code of Virginia, § 2.2-4363).

b. To Subcontractors:

1) A Contractor awarded a Contract under this solicitation is hereby obligated:

(a) To pay the subcontractor(s) within seven (7) days of the Contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the Contract; or

(b) To notify the agency and the subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.

2) The Contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the Contract) on all

amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier Contractor performing under the primary Contract. A Contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.

14. QUALIFICATIONS OF OFFERERS

The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities.

The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.

15. RESERVED

16. ASSIGNMENT OF CONTRACT

To the fullest extent permitted by law, the parties agree that Contractor's rights under this Agreement shall not be assignable, in whole or in part, to any other party without the Virginia Information Technologies Agency's (VITA's) written consent, which consent shall not be unreasonably withheld or unreasonably delayed, and that any purported assignment or transfer without such consent shall be null and void. If any law limits the right of the parties to prohibit assignment or nonconsensual assignments, the effective date of the assignment shall be as follows. The Contractor shall give the VITA purchasing office prompt written notice of the assignment, signed by authorized representatives of both the Contractor and the assignee. This written notice shall be on VITA's "Assignment Notice / Payment Instruction" form and shall provide all information requested on that form. Copies of the form may be obtained from the Contracts Manager, VITA. Upon VITA's acknowledgment of receipt of the properly executed form, the Assignee shall notify the Controller, VITA of the assignment and shall supply the Controller with a copy of the properly executed form. Any payments made prior to receipt of such notification and form shall not be covered by this assignment.

In the event VITA receives any notice from a third party claiming to be an assignee of any rights of the Contractor under this Agreement, Contractor agrees that payment or other performance in respect of those rights shall not be due until at least thirty days after the VITA's receipt of the notice required by the above paragraph or receipt of a similarly executed notice confirming the absence or revocation of the purported assignment. The Acquisition Services of VITA shall promptly notify the Contractor of any assignment notice it receives.

17. MODIFICATIONS

This Contract may be modified in accordance with 2.2-4309 of the Code of Virginia. Such modifications may only be made by the representatives noted below. No modifications to this Contract shall be effective unless it is in writing and signed by the duly authorized representative of both parties. No term or provision hereof shall be deemed waived and no breach excused unless such waiver or consent to breach is in writing.

Any Contract issued on a firm fixed price basis may not be increased more than twenty five percent (25%) of \$50,000.00 whichever is greater, without the approval of the Governor of the Commonwealth of Virginia or his authorized designee.

Authorized Representatives:

Commonwealth of Virginia:
Contracts Manager, VITA
Virginia Information Technologies Agency
Richmond Plaza Bldg., Lobby Level
110 South 7th Street
Richmond, VA 23219-3931

Contractor:
Attachmate Corporation
ATTN: Contracts Department
3617 131st Avenue N.E.
Bellevue, WA 98006

Any written notice permitted or required by this Agreement shall be deemed given if sent via registered or certified mail, return receipt requested, or sent via recognized air express services to the individual denoted above and at the address denoted above.

18. TAXES

Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request, and can be obtained online at <http://www.tax.state.va.us/>. Deliveries against this Contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

19. USE OF BRAND NAMES

Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article that the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly specify and identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified.

20. TRANSPORTATION AND PACKAGING

By submitting their offer, all offerors certify and warrant that the price offered for F.O.B. destination includes only the actual freight rate costs at the lowest and best rate and is based

upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

21. INSURANCE

By signing and submitting a proposal under this solicitation, the offeror or offeror certifies that if awarded the Contract, it will have the following insurance coverages at the time the Contract is awarded. For construction Contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The offeror or offeror further certifies that the Contractor and any subcontractors will maintain these insurance coverages during the entire term of the Contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

INSURANCE COVERAGES AND LIMITS REQUIRED:

- a. Worker's Compensation - Statutory requirements and benefits.
- b. Employers Liability - \$100,000.
- c. Commercial General Liability - \$500,000 combined single limit. Commercial General Liability is to include Premises/Operations Liability, Products and Completed Operations Coverage, and Independent Contractor's Liability or Owner's and Contractor's Protective Liability. The Commonwealth of Virginia must be named as an additional insured when requiring a Contractor to obtain Commercial General Liability coverage.

22. ANNOUNCEMENT OF AWARD

Upon the award or the announcement of the decision to award a contract as a result of this solicitation, ASD will publicly post such notice on its website at <http://www.oas.virginia.gov/> for a minimum of ten (10) days. Additionally, public posting of the award will also be available on the Commonwealth's eVA webpage at <http://awards.dgs.state.va.us/Award-View.asp>.

23. DRUG-FREE WORKPLACE

During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific Contract awarded to a Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

24. NONDISCRIMINATION OF CONTRACTORS

An offeror or Contractor shall not be discriminated against in the solicitation or award of this Contract because of race, religion, color, sex, national origin, age, or disability or against faith-based organizations. If the award of this Contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this Contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

25. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service, and complete the Ariba Commerce Services Network registration.

Vendors are strongly encouraged to register prior to submitting a bid or offer. Failure to register will result in the bid being found non-responsive and rejected. All vendors must register in both the eVA and the Ariba Commerce Services Network Vendor Registration Systems.

a. eVA Basic Vendor Registration Service: \$25 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is \$500 per order. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, and electronic bidding, as they become available.

b. eVA Premium Vendor Registration Service: \$200 Annual Fee plus a Transaction Fee of 1% per order received. The maximum transaction fee is \$500 per order. eVA Premium Vendor Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments, and ability to research historical procurement data, as they become available.

c. Ariba Commerce Services Network Registration. The Ariba Commerce Services Network (ACSN) registration is required and provides the tool used to transmit information electronically between state agencies and vendors. There is no additional fee for this service.

eVA BUSINESS-TO-GOVERNMENT CONTRACTS

The eVA Internet electronic procurement solution, web site portal www.eva.state.va.us, streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies.

Failure to comply with the requirements in a. and b. below will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default.

Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following:

- a. Submit a fully executed American Management Systems, Inc., (AMS) Trading Partner Agreement, a copy of which can be accessed and downloaded from www.eva.state.va.us. AMS is the Commonwealth's service provider to implement and host the eVA e-procurement solution.
- b. Provide an electronic catalog (price list) for items awarded under a term contract. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eva.state.va.us.

26. BREACH

The Contractor shall be deemed in breach of this Agreement if the Contractor (a) repeatedly fails to respond to requests for maintenance or other required service within the time limits set forth in this Agreement; (b) fails to comply with any other term of this Agreement and within ten (10) days fails to submit in writing a plan to cure such noncompliance (or such greater period as is acceptable to the Commonwealth) following Contractor's receipt of a Show Cause Notice identifying such noncompliance; or (c) fails to provide a written response to the Commonwealth's Show Cause Notice within ten days after receiving same.

The Contractor shall not be in breach of this Agreement if its default was due to causes beyond the reasonable control of, and occurred without any fault or negligence on the part of, both the Contractor and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the Commonwealth in either its sovereign or Contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather.

In the event of breach, in addition to any other remedies provided by law, the Commonwealth may cancel its obligations with respect to any or all unaccepted Products or Services. In no event shall any failure by the Commonwealth to exercise any remedy available to it be construed as a waiver of or consent to any breach.

27. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

Any commitment made by the Contractor within the scope of this Contract shall be binding upon Contractor. For the purposes of this Contract, a commitment by the Contractor includes:

- a. Prices and options committed to remain in force over a specified period(s) of time;

b. Any written warranty or representation made by the Contractor in this solicitation as to hardware or software performance, or other physical design or functional characteristics of that which is offered.

28. DELIVERY DATE

The Contractor shall deliver the Software, by the latter of the delivery date specified in any executed Attachment or Order referencing the Agreement, or within thirty (30) days After Receipt of the Order (ARO). If delivery of all Products and Software is not completed within the time specified, the Commonwealth may cancel the Agreement or any individual Order without further obligation. The Commonwealth may postpone any delivery date by notifying the Contractor for any Product that has not left the Contractor's distribution facility. However, the delivery date shall not be postponed more than a total of thirty (30) days.

29. AVAILABILITY OF SOFTWARE

The Contractor represents and warrants that all Products were formally announced for marketing purposes before execution of this Agreement or, in the case of subsequent Orders, before execution of such Orders.

30. PRODUCT CONDITION

All products to be supplied by Contractor shall be new.

31. PATENT/COPYRIGHT PROTECTION

The foregoing states the exclusive obligations arising out of Patent / Copyright protection by an unaffiliated third party for the infringement of patents, copyrights or trade secrets.

Contractor, at its own expense, shall defend any suit brought against the Commonwealth by an unaffiliated third party for the infringement of patents, copyrights or trade secrets enforceable in the United States if the claim of infringement is alleged to relate to or arise from the Contractor's or Commonwealth's use of any Software, materials or information prepared, developed or delivered in connection with performance of this Agreement, and shall pay the amount of any resulting adverse final judgment, or shall pay the amount of any settlement to which it consents. In such suit, Contractor shall indemnify the Commonwealth, its agents, officers and employees for any loss, liability or expense incurred as a result of such suit.

The purchasing agency shall notify the Contractor of such suit within a reasonable time after learning of it and shall give the Contractor the full right and opportunity to conduct the defense of the suit, subject however to the requirements of Section 2.2-510 and Section 2.2-514 of the Code of Virginia or any successor statute. If principles of governmental or public law are involved, the Commonwealth may, at its option and expense, participate in the defense of the suit.

The Contractor shall not be required to indemnify the Commonwealth for liability arising out of the Commonwealth's (i) own specifications or design, (ii) combination of Software furnished hereunder with any Software not supplied by the Contractor, (iii) adaptation or modification of

the Software furnished hereunder, (iv) distribution or use of the Software furnished hereunder after Contractor's notice that the Commonwealth should cease distribution or use of such Software due to such a claim, or (v) use of, or access to, the Software furnished hereunder by any person or entity other than an employee of the Commonwealth.

If, any Product becomes, or in the Contractor's opinion, is likely to become, the subject of a claim of infringement, Contractor may, at its option; (a) modify the Product or alleged infringing parts of the Product thereof so that it is no longer claimed to be infringing, or (b) provide a non-infringing substitute that the Commonwealth certifies as reasonable satisfactory to the Commonwealth and such certification will not be unreasonably withheld or delayed, and at the Contractor's mutual agreement and at the Contractor's expense (c) may obtain the right for the Commonwealth to continue the use of such Product or Service. In any event wherein the Contractor performs either (a) or (b) the Commonwealth agrees to cease distribution or use of the infringing Product.

If the use of such Software by the Commonwealth is prevented by permanent injunction or by Contractor's failure to procure the right for the Commonwealth to continue using the Software, or if Contractor reasonably agrees that it cannot perform (a), (b) or (c) above, the Contractor agrees to take back the infringing Software, materials or information and refund the total amount the Commonwealth has paid Contractor under this Agreement for such allegedly infringing Software, pro-rated under a thirty-six (36) month License. This obligation is in addition to the obligations cited in the first four subparagraphs above.

32. NON-APPROPRIATION

All funds for payment of Software or Services ordered under this Contract are subject to the availability of legislative appropriation for this purpose. In the event of non-appropriation of funds by the Legislature for the items under this Contract, the Commonwealth will terminate this Contract for those goods or services for which funds have not been appropriated. Written notice will be provided to the Contractor as soon as possible after legislative action is completed.

If any purchases are to be supported by federal funding, and such funding is not made available, the Commonwealth may terminate this Contract for goods or services dependent on such federal funds without further obligation.

33. PRICE PROTECTION/ADJUSTMENTS

The State will not pay any additional costs above those costs provided for in the Schedule identified herein. In no event may the amount of any Contract, without adequate consideration, be increased for any purpose.

Any price decrease effectuated during the Contract period by reason of market change shall be passed on to the Commonwealth of Virginia. This decrease will be effective on the date the price decrease is announced to the general public.

34. TERM

This Agreement shall take effect on the date of its final execution by both parties, and continue for two (2) years, "initial Term". The Commonwealth at its sole discretion may extend this

Agreement for three (3) additional one (1) year periods. The Commonwealth will issue a written notification to the Contractor stating the extension period, 30 days prior to the expiration of any current Term.

35. INVENTIONS AND COPYRIGHTS

The Contractor is prohibited from copyrighting any papers, reports, forms or other materials, and from obtaining any patent on any invention or other discovery resulting solely from its performance under the terms and conditions of this Contract.

36. CONTRACTUAL RECORDS

All Contractual books, records and other documents related to matters under this Contract shall be made available by Contractor to the State and its designated agents for a period of three (3) years after final payment for purposes of audit and examination.

For any instance whereby the State or its agent deems it necessary to review the Contractual Records, the Contractual Records shall only be available at the Contractor's place of business and at its (the Contractor's) normal business hours.

Contractual records are hereby further defined as this Contract and all delivery/purchase orders, invoices or correspondence directly relating to this Agreement.

37. LIMITATION OF LIABILITY

To the maximum extent permitted by applicable law, the Contractor's liability under this Contract for loss or damages to government property caused by use of any defective or deficient supplies, products, equipment and/or services delivered under this Contract shall not exceed the greater of two (2) times the amount of money paid to the Contractor under this Contract during the twelve month period preceding the event or circumstance giving rise to such liability. The Contractor will not be liable under this Contract for any indirect, incidental, special, or consequential damages, including without limitation damages from loss of profits, revenue, savings, data or use of the supplies, software, equipment and/or services delivered under this Contract, arising out of the Commonwealth's use or inability to use the Contractor's Products and/or Services provided hereunder, even if the Contractor has been advised of the possibility of such damages. The first sentence above, will not apply, however, to liability arising from: (a) personal injury or death; (b) defect or deficiency caused by willful misconduct or negligence on the part of the Contractor; or (c) circumstances where the Contract expressly provides a right to damages, indemnification or reimbursement. In no event will the Contractor be liable to the Commonwealth for damages of any sort for any failure to fulfill or meet Product shipment date(s) requested by the Commonwealth.

38. SUPPLIES

Authorized charges do not include operational supplies (e.g. paper, tape, etc.) unless such supplies are specifically identified in the Schedule. All supplies used by the State shall conform to the Contractor's published specifications provided to State at time of installation. The State reserves the right to acquire such supplies from any Contractor of its choice.

39. TERMINATION FOR CONVENIENCE

The Commonwealth may terminate this Contract in whole or in part, for Convenience at any time by submitting to the Contractor, a writing, sixty (60) days prior to the date of termination. The Commonwealth shall be obligated for all outstanding Orders, as per Contract, subsequent to this termination. The Commonwealth shall not be obligated for any other costs in the event of Termination for Convenience.

40. FAILURE TO DELIVER

In the event the Contractor fails for any reason to deliver in a timely manner or according to Contract terms the items set forth in the Schedule, the Commonwealth, at its own discretion, may give Contractor oral or written notice of such breach. Once notice by State is sent or given, State may immediately procure the items from another source. In no event shall State be held to pay Contractor any costs incurred by Contractor, including but not limited to ordering, marketing, manufacturing, or delivering the item(s) which are subject of the State's notice of breach. This remedy is in addition to and not in lieu of any other remedy the Commonwealth may have under this agreement and the laws of the Commonwealth of Virginia.

41. CONTRACTUAL DISPUTES

In accordance with Section 2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the purchasing agency no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim must be given to such agency at the time of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The purchasing agency shall render a final decision in writing within thirty (30) days after its receipt of the Contractor's written claim.

The Contractor may not invoke any available administrative procedure under Section 2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the purchasing agency's decision on the claim, unless that agency fails to render its decision within thirty (30) days. The decision of the purchasing agency shall be final and conclusive unless the Contractor, within six (6) months of the date of the final decision on the claim, invokes appropriate action under Section 2.2-4364, Code of Virginia or the administrative procedure authorized by Section 2.2-4365, Code of Virginia.

The Virginia Information Technologies Agency, its officers, agents and employees, including, without limitation, the Contracts Manager, are executing this Agreement and any Orders issued hereunder, solely in its or their statutory and regulatory capacities as agent for the Commonwealth agency purchasing and receiving the goods or services identified in the Appendices to this Agreement or on the subsequent Order in question and need not be joined as a party to any dispute that may arise thereunder.

In the event of any breach by the Commonwealth, Contractor's remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section. In no event shall Contractor's remedies include the right to terminate any license or support services hereunder unless a court of competent jurisdiction directs either party to do so.

42. CREDITS

Any credits due the State under the terms of this Contract may be applied against Contractor's invoices with appropriate information attached.

43. TITLE (SOFTWARE/FIRMWARE)

The Contractor represents and warrants that it is the sole owner of the Software/firmware product or, if not the owner, has received all proper authorizations from the owner to license the Software/firmware product, and has the full right and power to grant the rights contained in this Contract. Contractor further warrants and represents that the Software/firmware product is of original development, and that the package and its use will not violate or infringe upon any patent, copyright, trade secret or other property right of any other person.

All title, patents, copyrights and any other intellectual property rights in and to the Software, and any copies or portions thereof collectively, are owned and retained by Contractors or its licensors and suppliers. The Software is protected by United States copyright laws, international treaty provisions, and certain United States Patents with patents pending in various countries."

44. TERM OF LICENSE

All licenses granted under this Agreement are purchased on a non-exclusive, irrevocable perpetual license basis pursuant to the Product Use Rights specific to each product and version and shall commence upon receipt of the Software Product by the Commonwealth. Notwithstanding the foregoing, the Commonwealth may terminate the license at anytime. Upon any termination of a license, the Authorized User will destroy the associated unit of Software. All licenses granted to the Commonwealth are for the use of the Software Product at the Commonwealth's computing facilities at the sites identified in any executed Attachment or Order referencing this Agreement. This license is perpetual and except for an order by a court of competent jurisdiction, in no event shall Contractor's remedies for any breach of this Agreement include the right to terminate any license or support services hereunder.

45. CONTRACTOR'S WARRANTY POINT-OF-CONTACT

The Contractor shall provide the Commonwealth with designated points-of-contact and make arrangements to enable its Warranty representative to receive such notification or other continuous telephone coverage to permit the Commonwealth to make such contact.

46. SOFTWARE WARRANTY

Contractor warrants that each version of a Software Product will perform substantially in accordance with Contract's user documentation and any other specific criteria as set forth herein. This warranty is valid for a period of 90 days and shall commence upon receipt of the Software Product by the Commonwealth. This warranty does not apply to components of Software which an Authorized User is permitted to redistribute under applicable product use rights, or if failure of unit of Software has resulted from accident, abuse or misapplication. Contractor does not

warrant uninterrupted or error-free operation of the Software or that Contract will correct all defects. If the Commonwealth notifies Contractor within the warranty period that a unit of Software does not meet this warranty, then Contractor will, at its option, either return the price paid for such unit of Software or (ii) repair or replace the Software. This is the Commonwealth's exclusive remedy for any failure of any unit of Software to function as described in this paragraph.

To the maximum extent permitted by applicable law, CONTRACTOR and its licensors and suppliers disclaim all other warranties OF ANY KIND, WHETHER express or implied, including but not limited to merchantability, and fitness for a particular purpose, with respect to the SOFTWARE and Documentation.

47. WARRANTY AGAINST SHUTDOWN DEVICES

Contractor warrants that the Products provided under this Agreement shall not contain any lock, counter, CPU reference, virus, worm or other device capable of halting operations or erasing or altering data programs. Contractor further warrants that neither the Contractor, nor its agents, employees nor subcontractors shall insert any such device after execution of this Agreement.

48. PERIODIC PROGRESS REPORTS/INVOICES

For Contracts requiring the submission of periodic Contract performance progress reports or program status reports, the offeror will if applicable, include a section on involvement of small businesses and business owned by women and minorities. This section will specify the actual dollars Contracted to-date with such businesses, actual dollars expended to-date with such businesses and the total dollars planned to be contracted for with such businesses on this Contract. This information shall be provided separately for small businesses, minority-owned businesses and women-owned businesses.

If the Contract does not require the submission of periodic progress reports, the offeror will if applicable provide the above required information on actual involvement of small businesses and businesses owned by minorities and women as part of their periodic invoices.

49. FINAL ACTUAL INVOLVEMENT REPORT

The Contractor will submit, prior to completion or at completion of the Contract and subject to final payment, a report on the actual dollars spent with small businesses and businesses owned by women and minorities during the performance of the Contract. At a minimum, this report shall include for each firm Contracted with and for each business class (i.e. small, minority-owned, women-owned) the total actual dollars spent on this Contract, the planned involvement of the firm and business class as specified in the proposal, and the actual percent of the total estimated Contract value.

50. BUY OUTS – THIRD PARTY ACQUISITION OF CONTRACTOR'S SOFTWARE

Contractor shall promptly notify the VITA Contracts Manager in the event that the intellectual property in or business associated with any Product or Service covered by this Agreement is

acquired from the Contractor by a third party or in the event the Contractor or substantially all of its assets is acquired by a third party.

The terms and conditions of this Agreement including but not limited to the license rights and related services shall not be affected in such event identified above even if the successor or assignee already has an agreement with the Commonwealth covering products and services of the type covered by this Agreement.

The successor or assignee, by taking any benefit, including acceptance of payment, under this Agreement ratifies this Agreement.

51. ORDERS

Authorized Users of this Contract may order Products and Software ("Order") from this Contract by one of the following Order methods

- a. Purchase Order: An official Purchase Order form issued by an Authorized User.
- b. Delivery Order (DO): A DO issued by the Acquisition Services Directorate, VITA.
- c. EVA: eVA is the Commonwealth's total e-procurement solution. Contractor shall accept any and all orders issued through eVA.
- d. Charge/Credit Card:
 - i. Any order/payment transaction processed through the Commonwealth's contract with American Express (AMEX). Each order must not exceed \$5,000, or the then current charge card limit. Payment will be made by AMEX to Contractor within three (3) business days.
 - ii. Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

This ordering authority is limited to issuing orders for the Products/Software available under this Agreement. Under no circumstances shall any Authorized User of the Commonwealth have the authority to modify this Agreement. Any additional or conflicting terms and conditions contained in any Order are agreed to be excluded and of no effect.

Contractor acknowledges that the forgoing is not limited to preclude the Commonwealth from issuing Orders against subject Contract as it so chooses. Both parties understand and agree that the Contractor shall only be obligated to fulfill Orders that correctly identify Product, price and all other integral aspects of the Product.

For any instance whereby the Contractor has identified any Authorized User in a Contract Dispute as evidenced in writing from the Contractor in compliance with the paragraph entitled "Contracts Disputes" herein, the Contractor may not be obligated to continue fill new Orders for that specific Authorized User, until resolution.

52. INVOICING

The Contractor shall remit each invoice to the ordering entity, or Authorized User. The Contractor shall issue invoices, identifying at a minimum, the components listed below.

- a. manufacturer's product number
- b. product description
- c. price per unit
- d. quantities of merchandise
- e. extended price
- f. date ordered or invoice date

53. COMMONWEALTH'S RIGHTS TO COMPUTER SOFTWARE

Notwithstanding anything to the contrary in this Agreement, the Commonwealth shall have:

- a. all software products may be used 24 x7x 365.
- b. Use of such Software Products with a backup system if the system(s) for which it was acquired is for any reason, inoperative or during an emergency, or the performance of engineering changes in features or model;
- c. The right to use such Software Products at any Commonwealth installation to which the machine(s) may be transferred by the Commonwealth;
- d. The right to copy such Software for safekeeping or backup purposes;
- e. The right to combine such Software Product with other programs or material at the Commonwealth's risk
- f. The right to modify such software Product that Contractor discontinues software support and maintenance or such that the Contractor does not provide support and or maintenance and does not provide a replacement product for; in no event shall the Commonwealth have the right to de-compile or reverse engineer any Software Product
- g. The Commonwealth shall have the right to reproduce any and all physical documentation supplied under the terms of this Agreement, provided, however, that such reproduction shall be for the sole use of the Commonwealth and shall be subject to the same restrictions or use and disclosure as are contained elsewhere in this Agreement.
- h. In no event shall the Authorized User have the right to transfer the Software Product to any Federal Agency or agent thereof.

Nothing contained herein shall be construed to restrict or limit the Commonwealth's rights to use any technical data which the Commonwealth may already possess or acquire under proper authorization from other sources.

54. CONFIDENTIALITY

Commonwealth agrees that when the Software Product is proprietary to Contractor and has been developed or acquired at Contractor's expense, that it shall hold and use the Software Product in the same manner as it would deal with its own confidential information. Commonwealth shall not knowingly divulge, nor knowingly permit any of its employees, agents, or representatives to divulge, any proprietary information with respect to the Software Product, the technology embodied therein, or any other documentation, models, descriptions, forms, instructions or other

proprietary information relating thereto, except as specifically authorized by Contractor, in writing, or as may be required by the laws of the Commonwealth of Virginia.

Commonwealth shall take all reasonable steps necessary or appropriate to insure compliance with this Section by the Commonwealth's employees, agents and representatives, including copying reproducible legends and markings on all physical components of the Software Product.

The Commonwealth's obligation under this Section G.3 shall terminate three years after the Commonwealth ceases using the Software Product containing the proprietary information.

55. COMPLIANCE WITH FEDERAL LOBBYING ACT

a. Contractor shall not, in connection with this Agreement, engage in any activity prohibited by 31 U.S.C.A. Section 1352 (entitled "Limitation on use of appropriated funds to influence certain Federal Contracting and financial transactions") or by the regulations issued from time to time thereunder (together, the "Lobbying Act"), and shall promptly perform all obligations mandated by the Lobbying Act in connection with this Agreement, including, without limitation, obtaining and delivering to the Commonwealth all necessary certifications and disclosures.

b. Contractor is hereby advised that a significant percentage of the funds used to pay Contractor's invoices under this Agreement may be federal funds. Under no circumstances shall any provision of this Agreement be construed as requiring or requesting the Contractor to influence or attempt to influence any person identified in 31 U.S.C.A. Section 1352 (a) (1) in any matter.

c. A representative of Contractor shall sign the certification attached as Attachment "B" and deliver such certification to the Commonwealth simultaneously with the execution and delivery of this Agreement. Contractor shall have the certification signed by a representative with knowledge of the facts and shall fulfill the promises of undertakings set forth in the certification.

56. EXCLUSIVITY OF TERMS AND CONDITIONS

The Virginia Information Technologies Agency (VITA) will not sign or execute any additional contract, license or other agreement, including shrink-wrap Software, containing contractual terms and conditions as a result of this procurement. Any documents signed by persons other than the Contracts Manager, VITA, shall have no validity and the attached Terms and Conditions shall supersede all such agreements. Vendors should read and understand all of the Terms and Conditions prior to submitting a bid.

57. CONTRACTOR'S REPORT OF SALES

CONTRACTOR must agree to provide reporting on a monthly basis that breaks out the spend amounts by agency, Institution of Higher Education, Municipality and other Public Body, as well as the departmental and/or divisional levels that is buying. Reports are to be provided on the 15th of each month, reporting transactions that took place in the immediately prior month. At any time thereafter, as appropriate, additional reports may be agreed upon. Generally, the Commonwealth wants to capture the following types of information, at a minimum: All reports shall be forwarded electronically via Email to the using the attached Microsoft Excel Spreadsheet format to the Commonwealth.

- a. Spend by Agency, Institution, Public Body, etc. at a detailed (line item) and summary level, as well as at the Commonwealth level;
- b. For each High Spend List item, list price and actual price charged (which should be the same as the offer price);
- c. For each Discount Schedule Full-Line Catalog item, list price, the discount applied, the actual price charged, for each item;
- d. A column where you indicate whether the line item was a High Spend List or Discount Schedule Full Line Catalog item;
- e. Fill rates on High Spend List and Discount Schedule Full Line Catalog items;
- f. Invoice Payment speed in days by agency, Institution, Public Body, etc. for calculation of early payment discounts;
- g. An indication whether an item was ordered through eVA;
- h. Other information that is necessary to the state for the proper monitoring and tracking of spending and any rebates due

For the purposes of this Agreement, "Spend Amount" is defined as: Spend Amount will be considered to have occurred when the Contractor receives payment from the Authorized User for the Product.

Electronic copies of reports shall be provided to the Commonwealth no later than 15 days following the end of each month. Late delivery or non-delivery of required reports may result in cancellation of the award and in preclusion from bidding on any future requirements.

You will be provided a listing of the proper name and spelling of each agency and Institution and Public Body that you will agree to use in your reporting.

58. SURCHARGE ADJUSTMENT

The Contractor must pay the Department of General Services (DGS), a Surcharge Adjustment (SCA) fee under this contract. The Contractor must remit the SCA within 30 days after the end of each quarterly reporting period as established in the clause entitled "Contractor's Report of Sales". For the purposes of this Contract, Contractor will consider a sale to be completed when the Contractor receives payment from the Authorized User for the Product. The SCA equals two percent (2%) of the total quarterly sales reported. Contractor shall remit the SCA together with a copy of the Contractor's Report of Sales as delineated in the paragraph herein entitled "Contractor's Report of Sales". The SCA reimburses the Commonwealth and defrays the costs for Spend Management procurements and the administration of the subsequent awards. The SCA amount due must be paid by check with identification of "Contract number", "report amounts", and "report period", on either the check stub or other remittance material. DGS may at its discretion, agree to an electronic funds transfer, in lieu of a check, however in the absence of an express written agreement from DGS that validates agreement, then the payment shall be made by check as described herein made payable to the Department of General Services.

If the full amount of the SCA is not paid within 30 calendar days after the end of the applicable reporting period, it shall constitute a Contract debt to the Commonwealth of Virginia, and the State may exercise all rights and remedies available under law. Failure to submit sales reports, falsification of sales reports, and or failure to pay the SCA in a timely manner may result in termination or cancellation of this Contract. Willful failure or refusal to furnish the required

reports, falsification of sales reports, or failure to make timely payment of the SCA constitutes sufficient cause for terminating this Contract for default.

It is the intent of the Commonwealth to capture 2% of all sales, including but not limited to temporary reduced pricing, fire sales, one time sales, trade ins, and promotional items that have been marked down under this Contract.

59. NON-VISUAL ACCESS TO TECHNOLOGY

All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any State agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with the following non-visual access standards from the date of purchase or upgrade until the expiration of this Agreement:

- (i) Effective, interactive control and use of the Technology shall be readily achievable by non-visual means;
- (ii) The Technology equipped for non-visual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
- (iii) Non-visual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
- (iv) The technology for non-visual access shall have the capability of providing equivalent access by non-visual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing non-visual access standards shall not be required if the head of the using agency, institution or political subdivision determines that (i) the Technology is not available with non-visual access because the essential elements of the Technology are visual and (ii) non-visual equivalence is not available.

Installation of hardware, Software, or peripheral devices used for non-visual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of non-visual access Software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing non-visual access standards is achieved and a validation of concept demonstration.

The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, 2.2-3500 through 2.2-3504 of the Code of Virginia.

60. PARTIES ACTIONS FOR NON-COMPLIANCE OF CLAUSE NUMBERED 59, HEREIN.

The Contractor, to the best of his knowledge, states that the technology provided to the Commonwealth hereunder is capable of meeting the requirements of paragraph numbered 59 entitled "NON-VISUAL ACCESS TO TECHNOLOGY", herein by his sole determination, via either by virtue of features included within the technology or because it is readily adaptable by use with other technology. It is the intent of the Contractor to maintain full compliancy with the subject clause for the complete duration of the Contract. However, in the event a Software Product, after delivery thereof, becomes identified as not in compliance with the subject clause, the parties agree the Commonwealth may send to the Contractor a Show Cause Notice as delineated in paragraph numbered 26, entitled "BREACH", herein. In the event the Contractor is thereafter deemed to be in breach of this Agreement as provided in paragraph 26, the Commonwealth may invoke the actions expressly set forth in paragraph 26 and/or seek other remedies provided by law. In the event the parties agree, or a court of competent jurisdiction so orders, that a refund shall be made by the Contractor for any fees paid for the breaching Software Product by the Commonwealth, the refund will be limited to the depreciated value of the Software Product, which will be calculated based on straight-line amortization over a twenty-four (24) month period from the date of receipt for such Software Product. Upon receipt of any such refund the Commonwealth will promptly discontinue use of such Products, and the licenses for the individual copies of such Products will become null and void. The Commonwealth hereby agrees that in no case will it (the Commonwealth) seek to be reimbursed by the Contractor for de-installation costs or de-installation damages, or for costs or damages arising from product re-procurement.

61. CONTRACTOR'S RIGHT TO PRODUCT MIX

Contractor, at its sole discretion, may change or discontinue any specific Products and or any related support Services at any time by submitting a writing to the Commonwealth thirty days prior to the effective date of the change or discontinuance.

62. EXPORT

Exportation of technical materials is strictly controlled by the United States of America ("USA") government and the Commonwealth must comply with the then applicable USA export laws in your use or transfer of the Contractor's Software and any copy or portion thereof. The Software and any copy or portion thereof may not be sold or otherwise transferred to, or made available for use by or for: (a) any entity that is engaged in the development, design, production or use of biological, chemical or nuclear weapons or missile technology; (b) any USA embargoed destination; (c) any entity denied export privileges by a USA government agency; or (d) any entity restricted by the USA government.

63. JAVA DISCLAIMER

AIRCRAFT AND NUCLEAR USAGE RESTRICTION. THE SOFTWARE CONTAINS PROGRAMS WRITTEN IN JAVA(tm). THE COMMONWEALTH ACKNOWLEDGES THAT THE SOFTWARE IS NOT DESIGNED OR INTENDED FOR USE IN ON-LINE CONTROL OF AIRCRAFT, AIR TRAFFIC, AIRCRAFT NAVIGATION OR AIRCRAFT COMMUNICATIONS; OR IN THE DESIGN, CONSTRUCTION, OPERATION OR

MAINTENANCE OF ANY NUCLEAR FACILITY. CONTRACTOR AND ITS LICENSORS DISCLAIM ANY EXPRESS OR IMPLIED WARRANTY OF FITNESS FOR SUCH USES.

64. Other Restrictions.

Notwithstanding any obligations or constraints identified herein, the Commonwealth may not (a) sell, rent, lease, sublicense, or provide commercial hosting services with the Software, transfer, assign, translate or modify any Software acquired hereunder, nor any copy or portion thereof, without Contractor's prior written consent, or (c) reverse engineer, decompile or disassemble any Software acquired hereunder, except and only to the extent that such activity is expressly permitted by applicable law or this Agreement, notwithstanding this limitation.

65. Updates, Upgrade, Migration & Competitive Trade-In.

"Updates" mean any program code designed specifically for this version of the Software that is supplied by Contractor to the Commonwealth. Contractor may, at its sole discretion, furnish you with Updates to the Software and any such Updates provided to you will become a part of the Software and be subject to and governed by the Agreement. Except as provided under (i) the Warranty remedies set forth herein or (ii) a Contractor maintenance or technical support subscription that an Authorized User would separately purchase, Contractor is under no obligation to provide any Updates, Upgrades, patches, bug fixes, modifications, enhancements, or maintenance or support services to the Commonwealth. If this Software product is labeled as an Upgrade or Migration, the Commonwealth must have licensed a prior Contractor software product to be eligible to use this Software. Software acquired as an Upgrade or Migration replaces the prior Contractor software product and the Commonwealth agrees to erase or destroy such prior Contractor software product upon use of the Upgrade or Migration Software. If this Software is labeled as a Trade-in, then you agree to destroy the competitive product that this Software is replacing upon use of the Trade-in Software."

PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.

ATTACHMATE CORPORATION

BY: David J. Madsen

NAME: DAVID J. MADSEN

TITLE: SR. DIRECTOR, CONTRACTS

DATE: August 21, 2003

COMMONWEALTH OF VIRGINIA

BY: Jeff Davis

NAME: Jeff Davis

TITLE: Contracts Manager

DATE: 8-22-03

ATTACHMENT "B"
TO
CONTRACT VA-030700-ATTM

CERTIFICATION REGARDING LOBBYING

The undersigned certifies, to the best of his or her knowledge and belief, that:

- a. No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee or an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal Contract, grant, loan, or cooperative agreement.
- b. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- c. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and Contracts under grants, loans and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Signature:

David J. Madsen

Printed Name:

DAVID J. MADSEN

Organization:

ATTACHMATE CORPORATION

Date:

AUGUST 21, 2003

ATTACHMENT "A"
TO
CONTRACT VA-030700-ATTM

PRODUCT PRICING

Attachment "A" is hereby incorporated into and made an integral part of Agreement Number VA-030700-ATTM between ATTACHMATE CORPORATION and the Commonwealth of Virginia.

In the event of any discrepancy between this Attachment "A" and Contract VA-030700-ATTM, the provisions of Contract VA-030700-ATTM shall control.

1. PRICING

FOB pricing for all Products and Services delivered under this Agreement are identified below. At its sole discretion, Contractor may change or discontinue sales and support of any Product or Service, at any time, with thirty (30) days prior written notice to the Contracts Manager, VITA. All orders for Software and Services will be placed directly with the Contractor by Authorized Users. Software products supplied by Contractor shall be new and have a ninety (90) day return to vendor/manufacture warranty. For any Product that does not meet any published specification from the vendor/manufacture, the Authorized User may return the Product for a full refund during this ninety (90) day period. The ninety (90) day period commences upon a successful acknowledged delivery and continues unabated for ninety (90) consecutive days. All other features, performance specifications and characteristics, warranty, maintenance and support requirements shall be in accordance with Contract VA-030700-ATTM.

Attachmate Gov't & Education Discount Schedule:*

a. Products	45%
b. Upgrades	20%
c. Migrations	20%
d. Competitive Trade-ins	20%
e. Upgrade Maintenance with Technical Support (UMTS)	20%

* discount % is the base discount - actual prices in the table below may yield a higher % discount

Additional Quantity Discounts:

f. 100-500	2%
g. 501-1000	5%
h. 1000+	8%

Attachmate Product Descriptions:

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+

ATTACHMATE e-VANTAGE ENTERPRISE ACCESS OBJECTS FOR JAVA V. 3.0 -128 BIT

Full Product - CD	164246.30	350.00	192.50	188.65	182.88	177.10
Additional License	164250.30	350.00	192.50	188.65	182.88	177.10
Migration - CD	164246.30M	133.00	106.40	104.27	101.08	97.89
Migration - A License	164250.30M	133.00	106.40	104.27	101.08	97.89
Competitive Trade In - CD	164246.30TR	154.00	123.20	120.74	117.04	113.34
Competitive Trade In - A License	164250.30TR	154.00	123.20	120.74	117.04	113.34

Maintenance and Technical Support Subscription

Maintenance and Technical Support Subscription	164856.MTSS	52.50	42.00	41.16	39.90	38.64
Maintenance and Technical Support Subscription Add Unit	164656.MTSSADD	52.50	21.00	20.58	19.95	19.32

ATTACHMATE e-VANTAGE ENTERPRISE ACCESS OBJECTS FOR WINDOWS V. 3.0 -128 BIT

Full Product - CD	161827.30	350.00	192.50	188.65	182.88	177.10
Additional License	161828.30	350.00	192.50	188.65	182.88	177.10
Upgrade - CD	162011.30	105.00	84.00	82.32	79.80	77.28
Upgrade - A License	164244.30	105.00	84.00	82.32	79.80	77.28
Migration - CD	161827.30M	133.00	106.40	104.27	101.08	97.89
Migration - A License	161828.30M	133.00	106.40	104.27	101.08	97.89
Competitive Trade In - CD	161827.30TR	154.00	123.20	120.74	117.04	113.34
Competitive Trade In - A License	161828.30TR	154.00	123.20	120.74	117.04	113.34

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	162011.MTSS	52.50	42.00	41.16	39.90	38.64
Maintenance and Technical Support Subscription Add Unit	162011.MTSSADD	52.50	21.00	20.58	19.95	19.32
CRYPTOCONNECT CLIENT FOR INFOCONNECT ENTERPRISE EDITION V. 7.5						
Full Product - CD	182619.75	100.00	55.00	53.90	52.25	50.60
Additional License	182621.75	100.00	55.00	53.90	52.25	50.60
Migration - Full Product	182619.75M	50.00	40.00	39.20	38.00	36.80
Migration - A License	182621.75M	50.00	40.00	39.20	38.00	36.80
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required - North America Only)	182732.MTSS	15.00	12.00	11.76	11.40	11.04
Maintenance and Technical Support Subscription Add Unit	182732.MTSSADD	15.00	6.00	5.88	5.70	5.52
CRYPTOCONNECT ETS FOR EOAM V. 2.3 (Supports 3270 Client) (No Longer Available as of 8/1/03)						
CRYPTOCONNECT ETS FOR OTS V. 2.3 (Supports UTS & T27 Client) (No Longer Available as of 8/1/03)						
CRYPTOCONNECT TCP/IP GATEWAY V. 1.1.2						
Full Product	157806.112	999.00	549.45	N/A	N/A	N/A
Upgrade	157808.112	249.75	199.80	N/A	N/A	N/A
Competitive Trade In	160972.112	499.50	399.60	N/A	N/A	N/A
Maintenance and Technical Support Subscription Server						
Maintenance and Technical Support Subscription (minimum 10 units required)	157808.MTSS	249.75	199.80	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	157808.MTSSADD	249.75	199.80	N/A	N/A	N/A
e-VANTAGE HOST ACCESS SERVER for UMC V. 3.2						
Full Product - CD	179838.32	245.00	134.75	132.06	128.01	123.97
Additional License	179842.32	245.00	134.75	132.06	128.01	123.97
Upgrade - CD	179841.32	73.50	58.80	57.62	55.86	54.10
Upgrade - A License	179845.32	73.50	58.80	57.62	55.86	54.10
Migration - CD	179838.32M	93.10	74.48	72.99	70.76	68.52
Migration - A License	179842.32M	93.10	74.48	72.99	70.76	68.52
Competitive Trade In - CD	179838.32TR	107.80	86.24	84.52	81.93	79.34
Competitive Trade In - A License	179842.32TR	107.80	86.24	84.52	81.93	79.34
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	179841.MTSS	36.75	29.40	28.81	27.93	27.05
Maintenance and Technical Support Subscription Add Unit	179841.MTSSADD	36.75	14.70	14.41	13.97	13.52
e-VANTAGE HOSTPRINT SERVER V. 1.1						
Full Product - 10 Session Version	145971.11	250.00	137.50	N/A	N/A	N/A
Full Product - 50 Session Version	146130.11	1,250.00	687.50	N/A	N/A	N/A
Full Product - 100 Session Version	146131.11	2,250.00	1,237.50	N/A	N/A	N/A
Full Product - 250 Session Version	146132.11	5,250.00	2,887.50	N/A	N/A	N/A
Add-On Pack- Additional License - 50 Session Version	145973.11	1,250.00	687.50	N/A	N/A	N/A
Add-On Pack- Additional License - 100 Session Version	146133.11	2,250.00	1,237.50	N/A	N/A	N/A
Upgrade-10 Session	151962.11	75.00	60.00	N/A	N/A	N/A
Upgrade-50 Session	151988.11	375.00	300.00	N/A	N/A	N/A
Upgrade-100 Session	151989.11	675.00	540.00	N/A	N/A	N/A

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Upgrade-250 Session	151990.11	1,575.00	1,260.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription - 10 Session	151962.MTSS	62.50	34.38	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 50 Session	151988.MTSS	312.50	171.88	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 100 Session	151989.MTSS	562.50	309.38	N/A	N/A	N/A
Maintenance and Technical Support Subscription - 250 Session	151990.MTSS	1,312.50	721.88	N/A	N/A	N/A
e-VANTAGE VIEWMASTER V. 3.2						
Full Product - CD	179846.32	130.00	71.50	70.07	67.93	65.78
Additional License	179850.32	130.00	71.50	70.07	67.93	65.78
Upgrade - CD	179849.32	39.00	21.45	21.02	20.38	19.73
Upgrade - A License	179853.32	39.00	21.45	21.02	20.38	19.73
Migration - CD	179846.32M	49.40	27.17	26.63	25.81	25.00
Migration - A License	179850.32M	49.40	27.17	26.63	25.81	25.00
Competitive Trade In - CD	179846.32TR	57.20	31.46	30.83	29.89	28.94
Competitive Trade In - A License	179850.32TR	57.20	31.46	30.83	29.89	28.94
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179849.MTSS	19.50	10.73	10.51	10.19	9.87
Maintenance and Technical Support Subscription Add Unit	179849.MTSSADD	19.50	5.36	5.26	5.09	4.93
EXTRA! BUNDLE FOR TCP/IP V. 6.6 - 128 BIT (No Longer Available as of 8/1/03)						
INFOCONNECT ENTERPRISE EDITION FOR IBM AND OPENSYS V. 7.5						
Full Product	182580.75	395.00	217.25	212.91	206.39	199.87
Additional License	182585.75	395.00	217.25	212.91	206.39	199.87
Upgrade	182581.75	118.50	94.80	92.90	90.06	87.22
Upgrade - A-License	182586.75	118.50	94.80	92.90	90.06	87.22
Migration for Customers with Current Maintenance - Full Product	182580.75M	150.10	120.08	117.68	114.08	110.47
Migration for Customers without Current Maintenance - Full Product	182583.75M	197.50	158.00	154.84	150.10	145.36
Migration for Customers with Current Maintenance - A License	182585.75M	150.10	120.08	117.68	114.08	110.47
Migration for Customers without Current Maintenance - A License	182588.75M	197.50	158.00	154.84	150.10	145.36
Competitive Trade-in Full Product	182580.75TR	173.80	139.04	136.26	132.09	127.92
Competitive Trade In - A License	182585.75TR	173.80	139.04	136.26	132.09	127.92
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	182581.MTSS	59.25	47.40	46.45	45.03	43.61
Maintenance and Technical Support Subscription Add Unit	182581.MTSSADD	59.25	23.70	23.23	22.52	21.80
INFOCONNECT ENTERPRISE EDITION FOR UNISYS V. 7.5						
Full Product	182569.75	495.00	272.25	266.81	258.64	250.47
Additional License	182574.75	495.00	272.25	266.81	258.64	250.47
Upgrade	182570.75	148.50	118.80	116.42	112.86	109.30
Upgrade - A-License	182575.75	148.50	118.80	116.42	112.86	109.30
Migration for Customers with Current Maintenance	182569.75M	188.10	150.48	147.47	142.96	138.44
Migration for Customers without Current	182572.75M	247.50	198.00	194.04	188.10	182.16
Migration for Customers with Current Maintenance	182574.75M	188.10	150.48	147.47	142.96	138.44

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Migration for Customers without Current	182577.75M	247.50	198.00	194.04	188.10	182.16
Competitive Trade-In Full Product	182469.75TR	217.80	174.24	170.76	165.53	160.30
Competitive Trade In - A License	182574.75TR	217.80	174.24	170.76	165.53	160.30
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	182570.MTSS	74.25	59.40	58.21	56.43	54.65
Maintenance and Technical Support Subscription Add Unit	182570.MTSSADD	74.25	29.70	29.11	28.22	27.32
INFOCONNECT INTERCOM/OTS 2001 (Windows 2000 Certified) (No Longer Available as of 8/1/03)						
INFOCONNECT PEP/OTS 2001 (Windows 2000 Certified) (No Longer Available as of 8/1/03)						
INFOCONNECT EXTRA! OFFICE for ACCESORY MANAGER 2001 (Windows 2000 Certified) (No Longer Available as of 8/1/03)						
INFOCONNECT RESPONSE TIME MONITOR -SERVER V. 1.0						
Full Product	149312.10	595.00	327.25	N/A	N/A	N/A
Upgrade	149318.10	148.75	119.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Server						
Maintenance and Technical Support Subscription	149318.MTSS	148.75	119.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	149318.MTSSADD	148.75	59.50	N/A	N/A	N/A
UTILITY						
Full Product	148563.11	39.00	21.45	21.02	20.38	19.73
Additional License	149184.11X	39.00	21.45	21.02	20.38	19.73
Upgrade	149319.11	9.75	7.80	7.64	7.41	7.18
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	149319.MTSS	5.85	4.68	4.59	4.45	4.31
Maintenance and Technical Support Subscription Add Unit	149319.MTSSADD	5.85	2.34	2.29	2.22	2.15
INFOCONNECT RESPONSE TIME UTILITY CLIENT 2001 (Windows 2000 Certified) (No Longer Available as of 8/1/03)						
KEA! —see myEXTRA! for AS/400 & Open Systems						
myEXTRA! PRESENTATION SERVICES V. 7.11						
Full Product	161852.711	425.00	206.50	202.37	196.18	189.98
Additional License	161856.711	425.00	206.50	202.37	196.18	189.98
Upgrade (Only to be used when upgrading from myEXTRA! Presentation Services , Extra! Enterprise 2000 or e-Vantage Enterprise Viewer 2000)	179047.711	127.50	102.00	99.96	96.90	93.84
Upgrade - A License (Only to be used when upgrading from myEXTRA! Presentation Services, Extra! Enterprise 2000 or e-Vantage Enterprise Viewer 2000)	179051.711	127.50	102.00	99.96	96.90	93.84

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Migration - CD without current maintenance agreement	161852.711M	147.50	118.00	115.64	112.10	108.56
Migration - CD with current maintenance agreement (existing maintenance plan will be converted)	162171.711M	103.25	82.60	80.95	78.47	75.99
Migration - A License without current maintenance agreement	161856.711M	147.50	118.00	115.64	112.10	108.56
Migration - A License with current maintenance agreement (existing maintenance plan will be converted)	162172.711M	103.25	82.60	80.95	78.47	75.99
Competitive Trade In	161852.711TR	187.00	149.60	146.61	142.12	137.63
Competitive Trade In - A License	161856.711TR	187.00	149.60	146.61	142.12	137.63
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179047.MTSS	63.75	49.00	48.02	46.55	45.08
Maintenance and Technical Support Subscription Add Unit	179047.MTSSADD	63.75	25.50	24.99	24.23	23.46
myEXTRA! PRESENTATION SERVICES V. 7.11, For AS/400 or OPEN SYSTEMS						
Full Product	162174.711	195.00	107.25	105.11	101.89	98.67
Additional License	162179.711	195.00	107.25	105.11	101.89	98.67
Upgrade - (only to be used when upgrading from myExtra! Presentation Services limited License for upgrading from myExtra! Presentation Services limited License for AS/400 or Open Systems,	179083.711	58.50	46.80	45.86	44.46	43.06
Migration - CD without current maintenance agreement	162174.711M	68.25	54.60	53.51	51.87	50.23
Migration - CD with current maintenance agreement (existing maintenance plan will be converted)	162177.711M	48.75	39.00	38.22	37.05	35.88
Migration - A License without current maintenance agreement	162179.711M	68.25	54.60	53.51	51.87	50.23
Migration - A License with current maintenance agreement (existing maintenance plan will be converted)	162182.711M	48.75	39.00	38.22	37.05	35.88
Competitive Trade In	162174.711TR	85.80	68.64	67.27	65.21	63.15
Competitive Trade In - A License	162179.711TR	85.80	68.64	67.27	65.21	63.15
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179083.MTSS	29.25	23.40	22.93	22.23	21.53
Maintenance and Technical Support Subscription Add Unit	179083.MTSSADD	29.25	11.70	11.47	11.12	10.76
myEXTRA! PRESENTATION SERVICES V 7.11 - Includes EXTRA! Personal Client						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (min 10 units required)	179722.MTSS	63.75	51.00	49.98	48.45	46.92
Maintenance and Technical Support Subscription Add Unit	179722.MTSSADD	63.75	25.50	24.99	24.23	23.46
myEXTRA! PRESENTATION SERVICES V. 7.11 - Includes EXTRA! Personal Client, For AS/400						
Please note this part number is only available for renewal purposes. New units or New Customers must Purchase myExtra!						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription (minimum 10 units required)	179723.MTSS	29.25	23.40	22.93	22.23	21.53
myEXTRA! PRESENTATION SERVICES SMART CONNECTOR CAL V. 7.11						

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Additional License	182142.711	50.00	27.50	26.95	26.13	25.30
Maintenance and Technical Support Subscription						
<i>*Only available to customers who also have an active maintenance plan on myEXTRA! Presentation Services Certified</i>						
*Maintenance and Technical Support Subscription	182177.MTSS	0.00		0.00	0.00	0.00
myEXTRA! SMART CONNECTOR FOR 3270 AND 5250 V. 2.0 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA! SMART CONNECTOR ENTERPRISE EDITION V 2.1						
Per Server/Per CPU						
Full Product- 1 Server with 1 Processor/CPU	181676.21	65,000.00	35,750.00	N/A	N/A	N/A
Additional Processor/CPU License (1 additional processor/CPU)	181678.21	48,750.00	26,812.50	N/A	N/A	N/A
Competitive Trade In	181676.21TR	28,600.00	22,880.00	N/A	N/A	N/A
Competitive Trade In - A License	181678.21TR	21,450.00	17,160.00	N/A	N/A	N/A
*Maintenance and Technical Support is required on this product.						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	182226.MTSS	16,250.00	13,000.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	182226.MTSSADD	16,250.00	6,500.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Processor/CPU						
Maintenance and Technical Support Subscription	182228.MTSS	12,187.50	9,750.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	182228.MTSSADD	12,187.50	4,875.00	N/A	N/A	N/A
Workstation						
Per seat pricing is only available for known users, for a minimum of 1000 seats. Please note that "Known users" are the						
Full Product - Workstation (per seat for known users for a minimum of 1000 users)	182199.21	50.00	27.50	26.95	26.13	25.30
Additional License - Workstation	182201.21	50.00	27.50	26.95	26.13	25.30
Competitive Trade In - Workstation	182199.21TR	22.00	17.80	17.25	16.72	16.19
Competitive Trade In - A License - Workstation	182201.21TR	22.00	17.80	17.25	16.72	16.19
Maintenance and Technical Support Subscription - Workstation						
Maintenance and Technical Support Subscription	182230.MTSS	7.50	6.00	5.88	5.70	5.52
Maintenance and Technical Support Subscription	182230.MTSSADD	7.50	3.00	2.94	2.85	2.76
myEXTRA! SMART CONNECTOR FOR CICS V. 1.1 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA						
myEXTRA! SMART CONNECTOR FOR CICS 3270 BRIDGE V 1.0 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED						
myEXTRA! SMART CONNECTOR FOR IMS V. 1.1 (NO LONGER AVAILABLE AS OF 5/1/03 - REPLACED BY myEXTRA SMART						
myEXTRA! SMART CONNECTOR FOR UTS AND T27 V. 2.1						
Per Server/Per CPU						
Full Product - 1 Server with 1 Processor/CPU	181866.21	65,000.00	35,750.00	N/A	N/A	N/A
Additional Processor/CPU License (1 additional processor/CPU)	181868.21	48,750.00	26,812.50	N/A	N/A	N/A
*Maintenance and Technical Support is required on this product.						
Maintenance and Technical Support Subscription						
Maintenance and Technical Support Subscription	181902.MTSSADD	13,000.00	10,400.00	N/A	N/A	N/A

	U.S. Part Number	U.S. Retail Price	COV Price 1-99	QTY 100-500	QTY 501-1000	QTY 1001+
Maintenance and Technical Support Subscription Add Unit	181902.MTSS	13,000.00	5,200.00	N/A	N/A	N/A
Maintenance Subscription Add Processor/CPU						
Maintenance and Technical Support Subscription	181872.MTSS	12,187.50	9,750.00	N/A	N/A	N/A
Maintenance and Technical Support Subscription Add Unit	181872.MTSSADD	12,187.50	4,875.00	N/A	N/A	N/A
Workstation						
Per seat pricing is only available for known users, for a minimum of 1000 seats. "Known users" are those who can be tracked such as users over Intranet. "Unknown users" are users who cannot be tracked such as users over the Internet.						
Full Product - Workstation (per seat for known users for a minimum, of 1000 users)	183019.21	50.00	27.50	26.95	26.13	25.30
Additional License - Workstation	183020.21	50.00	27.50	26.95	26.13	25.30
Competitive Trade In - Workstation	183019.21TR	22.00	17.60			
Competitive Trade In - A License - Workstation	183020.21TR	22.00	17.60			
Maintenance and Technical Support Subscription - Workstation						
Maintenance and Technical Support Subscription	183023.MTSS	7.50	6.00	5.88	5.70	5.52
Maintenance and Technical Support Subscription Add Unit	183023.MTSSADD	7.50	3.00	2.94	2.85	2.76
2. SHIP TO / BILL TO ADDRESSES						
4. VITA POINTS OF CONTACT						
Contract Administration/Compliance			Contract Information			
T.J. Hudson, CPPB, VCO Contracts Administrator, OAS			Robert E. Gleason, VCO Telecommunications Contracts Manager, OAS			
5. CONTRACTOR POINTS OF CONTACT						
State and Local Program Manager			Technical Information			
Tracy DiSisto, Account Executive, State Gov't Sales			Guy DiSisto, Business Development Engineer			